

Message Text

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PAGE 01 TOKYO 13076 200232Z
ACTION EB-08

INFO OCT-01 EA-10 ISO-00 CAB-02 CIAE-00 COME-00
DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00 L-03 OMB-01
/035 W
-----106736 201759Z /44
R 200221Z JUL 78
FM AMEMBASSY TOKYO
TO SECSTATE WASHDC 9733

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E.O. 11652: N/A
TAGS: EAIR, JA
SUBJECT: CIVAIR: UNITED AIRLINES SEATTLE-JAPAN SERVICE

REF: STATE 180414

1. DURING CALL ON JULY 19 BY JAPAN COUNTRY DIRECTOR ROMBERG ON MOFA OFFICIALS INTERESTED IN CIVAIR, LATTER BROUGHT UP CAB RECOMMENDATION TO AWARD SEATTLE-TOKYO ROUTE TO UNITED. THEY SAID THEY EXPECTED GOJ WOULD BE SUBMITTING FIRM OBJECTIONS IN WRITING ON GROUNDS THAT JAPANESE CARRIER IS DENIED ACCESS TO SEATTLE AND LOW-FARE SERVICE ON THAT ROUTE WOULD DAMAGE INTERESTS OF ALL OTHER CARRIERS ON NORTH PACIFIC. THEY BELIEVE THAT FARE ELASTICITY OF DEMAND ON NORTH PACIFIC IS LOW IN ANY EVENT, AND THEY OPPOSE OFFERING LOW FARES WITHOUT THOROUGH INVESTIGATION OF MARKET AND POSSIBLE IMPACT ON OTHER CARRIERS AND ROUTES.

2. WE DO NOT BUY THIS LINE OF ARGUMENT, ESPECIALLY THE PART ABOUT FARE ELASTICITY, BUT WOULD NOTE THAT THE EFFORT TO ADD A NEW CARRIER AS THE TIME APPROACHES FOR MAJOR NEGOTIATIONS IN OCTOBER WOULD ADD MANY COMPLI-
CATIONS WITHOUT ANY COMPENSATING ADVANTAGE. JAPANESE
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REACTION COULD BE EMOTIONAL AND DAMAGING. MANSFIELD

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: AIRLINES, AIR ROUTES
Control Number: n/a
Copy: SINGLE
Draft Date: 20 jul 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978TOKYO13076
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
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Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780298-0773
Format: TEL
From: TOKYO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780736/aaaabegp.tel
Line Count: 56
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 064da66f-c288-dd11-92da-001cc4696bcc
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 78 STATE 180414
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 05 may 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1933892
Secure: OPEN
Status: NATIVE
Subject: CIVAIR: UNITED AIRLINES SEATTLE-JAPAN SERVICE
TAGS: EAIR, JA, US, UNITED AIRLINES
To: STATE
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/064da66f-c288-dd11-92da-001cc4696bcc
Review Markings:
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